



C.U.B.E.
MANAGEMENT

Sales & Marketing Talent For Growth

Territory Manager - Micro Imaging Division

Our Client, an \$8 billion corporation, is focused on the sales and support of industrial microscopy products, including those for semiconductor manufacture, metallurgy and materials science throughout the United States. They are looking for three (3) highly committed, enthusiastic, self-starters to join their team as a Territory Managers. They will be located in each of the following markets CA (San Jose) and FL.

The ideal candidate will have previous sales experience along with a background in industrial technology and experience in microscopy. A desire to work hard and succeed in a competitive market is also an important prerequisite. Upon completion of their 90 day fast-track sales training program, you will be required to effectively manage your territory by prospecting for appointments, demonstrating the extensive range of equipment and following through to create a successful sales opportunity. Some overnight travel is required to fully manage your territory. You will have the flexibility to work out of your home office while working for one of the largest corporations in America.

The ideal candidate should possess the following skills:

- 3 – 5 years industrial sales experience
- A technical college degree
- Good interpersonal skills
- The ability to understand and demonstrate technical equipment
- Ability to prospect and develop the industrial market in your territory
- Experience selling into the semiconductor, manufacturing, metallurgy, or material science industries
- Ability to develop and maintain close relationships with customers at multiple levels, particularly engineering, purchasing, and manufacturing management

This Company expects a great deal from its employees but the rewards are considerable. They are offering a base salary between \$40k and 50K and total on plan earnings up to \$100k. In addition, you will receive a company vehicle, a laptop computer, cell phone and a rental storage unit for the security of the demonstration equipment plus typical large company benefits. If you wish to be part of this successful and vibrant organization, please email your resume to recruiting53@cubemanagement.com.